

**FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
PROCUREMENT DIVISION**

320 Hospital Drive Ste. 23

Warrenton, Virginia 20186

Phone: (540) 422-8353

Fax: (540) 422-8355

NOTICE OF CONTRACT RENEWAL

DATE: May 1, 2020

COMMODITY NAME: OEM Floor Cleaning Parts & Service

CONTRACT NUMBER: 69-18tpc

CONTRACT PERIOD: May 8, 2018 through May 9, 2019

Renewal Option #1 May 8, 2019 through May 9, 2020

Renewal Option #2 May 8, 2020 through May 9, 2021

CONTRACTOR: AI - Abel Industries Incorporated
16815 Interstate Dr.
Dumfries, VA 22026
Attn: Vicky Lutman, Sales Representative
Phone: (703) 231-6090
vilutman@abelsupply.com

BI - Brady Industries of Maryland, LLC
1200 Hampton Park Blvd, Ste. 200
Capitol Heights, MD 20743
Attn: Ron Stevens, Sales Representative
Phone: (571) 212-2538
ronald.stevens@bradyindustries.com

TERMS: Net 45 days

DELIVERY: F.O.B. Destination

FOR FURTHER INFORMATION CONTACT: Rachel Cuervo, Buyer
Phone: (540) 422-8353
Rachel.Cuervo@fauquiercounty.gov

**NOTICE TO ALL FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOL
USING DEPARTMENTS:** This contract is the result of a competitive bid program
and its use must follow the FCG&PS Procurement Policy/Procedures for the

purchase of the commodities listed herein. Please see the reverse side of this notice for further instructions regarding this contract.

INSTRUCTIONS

1. **Orders:** All FCG&PS Using Departments must order services listed by issuing FCG&PS Purchase Orders per FCG&PS Procurement Procedures Manual. An extra copy of the Procedures Manual can be obtained by calling Procurement at (540) 422-8351 or 8352
2. The applicable contract number, vendor number, item description and price per each, total dollar amount, contact person with phone number, and billing/delivery address must be shown on each purchase order for Finance & Contractor use.
3. Scheduling of services, inspection upon delivery and/or services rendered, and approval of contractor's invoice is the responsibility of the receiving using department.
4. Any complaint as to quality of goods or services, faulty or delinquent delivery, or violation of contract provisions by contractor shall be reported to FCG&PS Procurement for handling with the Contractor. All complaints must be submitted in writing and can be forwarded to Procurement via email, fax or courier.
5. **Renewals:** Three (3) one-year renewals options remain on this contract.
6. **Price Adjustments:** Changes to the service/hourly labor rates only, as stated herein will be negotiated only at the time of renewal. All price increases must be approved by the contract officer. Contract users will be sent notification of contract change from the Procurement Division as official notification of such changes, if approved.
7. **Use of Contract by Other Political Jurisdictions:** This clause is contained in IFB 69-18tp, which became this contract. This contract may therefore be extended to Northern Virginia, Metropolitan Washington Council of Governments jurisdictions and other jurisdictions and Political Subdivisions of the Commonwealth of Virginia with the authorization of the Contractor. FCG&PS acts only as the "Contracting Agent" for these jurisdictions and political subdivisions.
8. **Pricing:**

15% Discount off Mfg. List for Tornado & Windsor:	<u>See attached</u>
10% Discount off Mfg. List for Kent:	<u>See attached</u>
Service/Hourly Labor rate for Abel:	<u>\$60.00/hour (effective 5/8/2019)</u>
Service/Hourly Labor rate for Brady:	<u>\$80.00/hour</u>

**Tornado & Windsor
Contract #AI-69-18tpc**

Parts Description	NSS	Kent	Tornado	Windsor
Skirt Blades (all 4)	%	%	15 %	15 %
Squeegee, Rear	%	%	15 %	15 %
Squeegee, Front	%	%	15 %	15 %
15" Pad Drive	%	%	15 %	15 %
Battery, 12V 210	%	%	15 %	15 %
Pad Holding Cup	%	%	15 %	15 %
Wheel Carriage	%	%	15 %	15 %
20" Variable Speed	%	%	15 %	15 %
Bags, Paper Filter	%	%	15 %	15 %
Filter, Cloth	%	%	15 %	15 %
Filter, Motor	%	%	15 %	15 %
Filter, Exhaust	%	%	15 %	15 %
Filter, Hepa	%	%	15 %	15 %
Upholstery Tool	%	%	15 %	15 %
Tool Kit, 3-Jet wand	%	%	15 %	15 %
Hose, 15' vacuum	%	%	15 %	15 %
Hose, 15' Solution	%	%	15 %	15 %
Adapter, quick connector	%	%	15 %	15 %
Filter Assembly	%	%	15 %	15 %

Parts Description	NSS	Kent	Tornado	Windsor
Tool Kit, Wet/Dry	%	%	15 %	15 %
Squeegee Kit, 27"	%	%	15 %	15 %
Filter Assembly, Dynel	%	%	15 %	15 %
Brush, scrub	%	%	15 %	15 %
Battery, Scrubber	%	%	15 %	15 %
Plug, Charge	%	%	15 %	15 %
Wheel, Caster	%	%	15 %	15 %
Motor, Vac Wet/Dry	%	%	15 %	15 %
Plug, Hospec	%	%	15 %	15 %
Cord, Vac Wet/Dry	%	%	15 %	15 %
Squeegee blade set	%	%	15 %	15 %
Battery Jumper	%	%	15 %	15 %
Hose, Vacuum	%	%	15 %	15 %
Rectifier	%	%	15 %	15 %
Cord	%	%	15 %	15 %
Grand Total Percentage per Manufacturer	%	%	15 %	15 %

Note: For Parts Not specifically requested on the Bid Form above.

Parts Discount for other parts not listed but could be purchased during the contract period:	
Parts Description & Manufacturer	Discount Percentage
ANY TORNADO OR WINDSOR PARTS	15 %
	%
	%

Service: Hourly labor rate for service is **\$60.00 per hour (effective 5/8/2019)**.

Credit Terms: Full credit due on all unused parts or supplies that are returned.

Kent
Contract #BI-69-18tpc

Parts Description	NSS	Kent
Skirt Blades (all 4)	Q %	10 %
Squeegee, Rear	Q %	10 %
Squeegee, Front	Q %	10 %
15" Pad Drive	Q %	10 %
Battery, 12V 210	Q %	10 %
Pad Holding Cup	Q %	10 %
Wheel Carriage	Q %	10 %
20" Variable Speed	Q %	10 %
Bags, Paper Filter	Q %	10 %
Filter, Cloth	Q %	10 %
Filter, Motor	Q %	10 %
Filter, Exhaust	Q %	10 %
Filter, Hepa	Q %	10 %
Upholstery Tool	Q %	10 %
Tool Kit, 3-Jet wand	Q %	10 %
Hose, 15' vacuum	Q %	10 %
Hose, 15' Solution	Q %	10 %
Adapter, quick connector	Q %	10 %
Filter Assembly	Q %	10 %

Parts Description	NSS	Kent
Tool Kit, Wet/Dry	10 %	10 %
Squeegee Kit, 27"	10 %	10 %
Filter Assembly, Dynel	10 %	10 %
Brush, scrub	10 %	10 %
Battery, Scrubber	10 %	10 %
Plug, Charge	10 %	10 %
Wheel, Caster	10 %	10 %
Motor, Vac Wet/Dry	10 %	10 %
Plug, Hospec	10 %	10 %
Cord, Vac Wet/Dry	10 %	10 %
Squeegee blade set	10 %	10 %
Battery Jumper	10 %	10 %
Hose, Vacuum	10 %	10 %
Rectifier	10 %	10 %
Cord	10 %	10 %
Grand Total Percentage per Manufacturer	10 %	10 %

Note: For Parts Not specifically requested on the Bid Form above.

Parts Discount for other parts not listed but could be purchased during the contract period:		
Parts Description & Manufacturer		Discount Percentage
All Parts	/ Tennant/Nobles	10 %
All Parts	/ Hoover	10 %
All Parts	/ EDIC	10 %

Service: Hourly labor rate for service is \$80.00 per hour.

Credit Terms: 20% re-stocking fee for non-stocked items on all unused parts or supplies that are returned.